



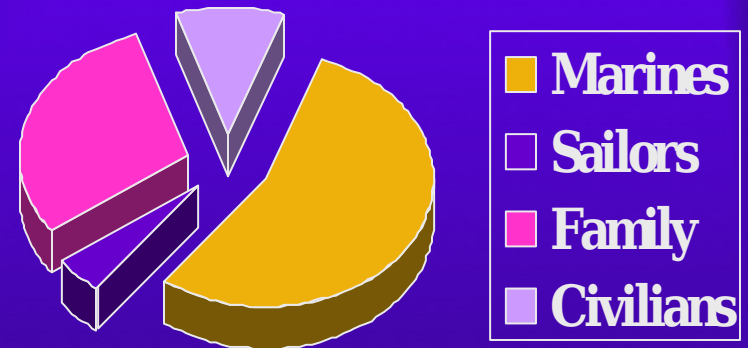
# Unlocking The Door To Business Success

Partnering With  
Marine Corps Community  
Services  
Marine Corps Base, Camp  
Pendleton

# Opportunity Customer Profile

## ◆ Base Population

- ◆ Active Duty Marines: 38,427
- ◆ Active Duty Sailors: 3,757
- ◆ Family Members: 14,795
- ◆ Civilian & Contractors: 8,250

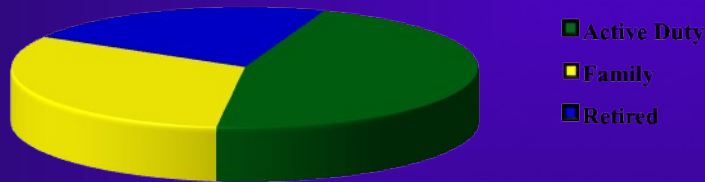


**Total: 65,229**

**Average Daily Population**

# Military Population Surrounding Camp Pendleton

(within a 20 mile radius)



♦ **Active Duty: 49,429**

♦ **Family:  
37,492**

♦ **Retired:  
21,923**

**Total:  
108,844**

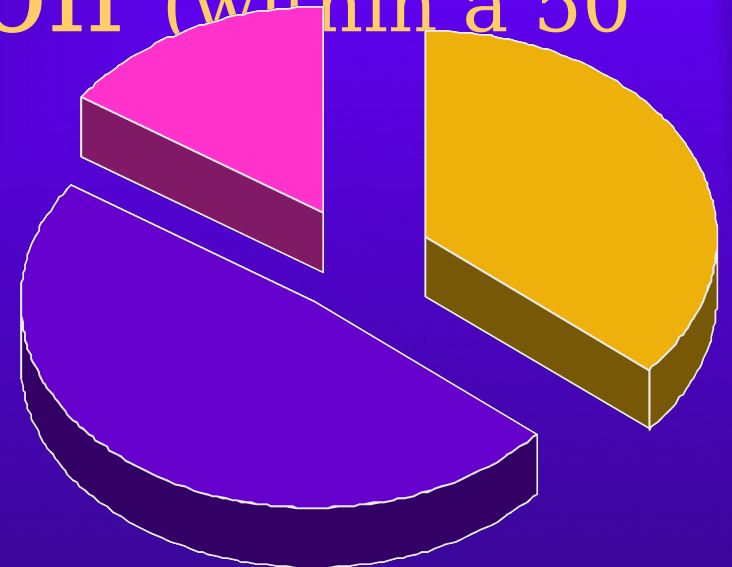
# Military Population Surrounding

◆ Active Duty:  
108,279  
Camp Pendleton (within a 50  
mile radius)

◆ Family:  
145,116

◆ Retirees:  
46,975

**Total:  
300,361**



■ Active Duty ■ Family ■ Retiree



# Business Overview

- ◆ MCCS values the efforts of stakeholders who participate in the variety of programs offered.
- ◆ MCCS seeks new and innovative business opportunities.
- ◆ MCCS businesses posted sales in excess of \$229M in FY2010.
- ◆ The only authorized provider of goods and services aboard Camp Pendleton.



# Why Do Business With MCCS

- ◆ Exclusive business access to a niche market.
- ◆ 55% Active Duty Single Marines with disposable income.
- ◆ Measurable Marketing Strategies to support your business.





# MCCS

## Businesses/Programs/Services

- ♦ Vending (2,000+ Machines)
- ♦ Hair Salons
- ♦ Dry Cleaning Services
- ♦ Optical Shops
- ♦ Car Rental
- ♦ Postal Store
- ♦ Wedding Photography
- ♦ Travel Services
- ♦ Tax Service
- ♦ Window Tinting /Audio Installation
- ♦ Paintball Park
- ♦ Pizza Hut
- ♦ Sonic Burger
- ♦ Roberto's Mexican Food
- ♦ Hot Dog Carts
- ♦ GNC
- Laundry Mats
- Barber Shops
- Dental Centers
- Watch & Jewelry Repair
- Truck Rental
- Florist
- Group Photography
- Beach Villas/Lake Camping
- Telephone Centers
- Quick Lube
- McDonald's
- Subway
- Wendy's
- Maui Wowi
- Domino's Pizza
- Self Storage
- Retail Stores
- Gas Stations
- Casual Dining
- Catering Services
- Pro Shops
- Tailor Shops
- Horse Stables
- RV Parks
- Vet Services
- Recreation
- Child Care Ctrs.
- Hotel (TLF)
- Golf Course
- Scuba School
- Bowling Center
- Theater



# Items MCCS Purchase

- ◆ Retail Inventory
  - ◆ Office Supplies
  - ◆ Consumables
  - ◆ House wares
  - ◆ Dry Goods
  - ◆ Cleaning Supplies
  - ◆ Horses
  - ◆ Tack
  - ◆ Hay
  - ◆ Construction Supplies
  - ◆ Tractors, Gators, Power Tools
- Sporting Goods
  - Exercise Equipment
  - Screen Printed T-Shirts
  - Skeet and Trap Ammo
  - Mops & Brooms
  - Vacuums
  - Washers & Dryers
  - Pamphlets, Brochures, Educational Materials
  - Medical Supplies
  - Awards for Tournaments





# MCCS Business Criteria

## **External Business Responsibilities:**

- 1. Business driven construction.**
- 2. Existing facility opportunities.**
- 3. Kiosk Opportunities.**
- 4. Negotiate commission terms.**

## **MCCS Responsibilities:**

- 1. HQ Marine Corps commissions assessment.**
- 2. Revenue generated is recycled to ensure Quality of Life family programs.**



# Contract Opportunities

1. Unsolicited as well as solicited (RFP) proposals
2. Short term / long term contracts (1year to 25 years)
3. Blanket Purchase Orders.
4. Purchase Orders.
5. Direct Delivery Agreements.
6. Indefinite Delivery Indefinite Quantity (IDIQ)



# Partner With MCCS

- ◆ Sell your products or services to an elite customer base.
- ◆ Sell your products to MCCS.
- ◆ Commercial sponsorship opportunities.



# Who do I Contact?

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